



U.S. Small Business  
Administration

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**WELCOME!**

**SBA South Dakota District Office  
FY21 Leadership In Lending Awards**

# U.S. Small Business Administration

## South Dakota District Office



Jaime Wood  
District Director



Bryson Patterson Deputy  
District Director



Pamela Selberg  
Senior Area Manager



Lisa Claassen  
Business Opportunity Specialist



Michele Arends  
Economic Development Specialist



Jacob Droge  
Business Development Specialist

# SBA Resource Partners

Providing Free Business Counseling throughout South Dakota



U.S. SMALL BUSINESS ADMINISTRATION



VETERANS BUSINESS OUTREACH CENTERS



# FY21 SBA SD Lender Leader Award Categories

The competition is robust!

- 7(a)
  - Highest Loan Number
  - Highest Loan Volume
- 504
  - Highest Loan Number
  - Highest Loan Volume

# HIGHEST NUMBER OF SBA 7 (A) LOANS

# BLACK HILLS FEDERAL CREDIT UNION

- 20 7(a) Loans for \$7.5M
- Industries:
  - Construction
  - Manufacturing
  - Health Care
  - Retail
- 131 jobs supported





# FIRST NATIONAL BANK IN SIOUX FALLS

- 20 -7(a) Loans for \$3M
- 121 jobs
- Industries: Retail, Information Technology, Wholesale, and Transportation





# HIGHEST DOLLAR VOLUME

# BYLINE BANK - ILLINOIS

- 5 - 7(a) loans for \$8.9M
  - \$3M made in rural HUBZones
  - \$2.5M supporting international exports:
    - Canada
    - Mexico
    - Saudi Arabia
- 47 jobs supported



# **504 LENDER OF THE YEAR: HIGHEST NUMBER & DOLLAR VOLUME**

# DAKOTA BUSINESS FINANCE

- 95 – 504 loans for \$65M
- 20/66 counties in South Dakota
  - 7 loans to veteran-owned businesses
  - 16 loans to rural businesses
  - 29 loans to HUBzone businesses
- 880 jobs supported



# SBA Lender Support

- SBA SD Lender Weekly Trainings / Updates
  - Each Thursday, 10 AM CT
  - Contact Jake Droge to get added to distro: [jacob.droge@sba.gov](mailto:jacob.droge@sba.gov)
  - Meeting includes latest federal lending policy updates and provides an opportunity for partner lenders to ask SBA SD experts questions
- SBA SD contact for lender support:
  - Email: [southdakota\\_do@sba.gov](mailto:southdakota_do@sba.gov)
  - Ph: 605-330-4243
- LenderMatch – online matching tool for lenders and small business clients; [www.sba.gov/lendermatch](http://www.sba.gov/lendermatch) (register through CAFS)
- SBA Resource Partner assistance: [www.sba.gov/localassistance](http://www.sba.gov/localassistance)



# SBA SD Contact Info

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